

ABSTRACT OF THE DISCLOSURE

The invention provides for a method and apparatus for determining the commission to be paid to a sales representative or sales team. Whenever a sale occurs, a Transaction describing the sale is created and inputted into the Commission system of one embodiment of the invention. Based on a set of Allocation Rules that specify the credit an individual is to receive from a Transaction, the Transactions are converted into several Allocations for individual Sales Representatives or Sales Teams. One or more Quotas specify a target or goal that must be reached to earn commission for each Sales Team. A Quota State indicates the current performance of a Sales Representative with respect to a particular Quota within a particular time frame. The Quotas are used to convert the Allocations/Transactions into Quota Details that specify how to increment or decrement the Quota State. A Promotion specifies the reward or commission that is received upon attaining a desired level of performance. Once a Quota State reaches a level necessary to receive a Commission or reward as set by a specific Promotion, a ledger item indicating the amount to be paid to particular Sales Team is created. A user interface may be used to create Allocation Rules, Quotas, and Promotions that are awarded for performance over a specified time period. In this manner, a business may set up incentive plans and determine commissions easily and accurately.

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